

ANALYSIS OF SALES OF TREATED WATER BETWEEN DENVER AND
OUTSIDE CITY - 1997 (NON-ACCRUAL BASIS)¹

| | Revenue | | Consumption | | Average |
|---------------------------------------|---------------------|------------------|----------------------|------------------|---------------------|
| | Amount | Percent of Total | Amount (000 Gallons) | Percent of Total | Number of Customers |
| I. <u>DENVER</u> | | | | | |
| A. METERED GENERAL CUSTOMERS | | | | | |
| Residential | \$24,787,546 | 22.08% | 15,322,525 | 21.87% | 117,283 |
| Small multi-family | 2,387,118 | 2.13% | 1,757,106 | 2.51% | 7,820 |
| Commercial | 16,938,925 | 15.09% | 14,179,274 | 20.24% | 14,003 |
| Industrial | 1,413,410 | 1.26% | 1,207,824 | 1.72% | 245 |
| Construction | 61,352 | 0.05% | 7,372 | 0.01% | - |
| | <u>45,588,351</u> | <u>40.61%</u> | <u>32,474,101</u> | <u>46.35%</u> | <u>139,351</u> |
| B. PRIVATE FIRE PROTECTION SERVICE | | | | | |
| Sprinklers | <u>441,340</u> | <u>0.39%</u> | <u>-</u> | ² | |
| C. OTHER SALES TO PUBLIC AUTHORITIES | | | | | |
| City And County of Denver | 3,048,469 | 2.72% | 3,063,296 | 4.37% | 980 |
| Other County Agencies | 484,297 | 0.43% | 413,224 | 0.59% | 156 |
| State Agencies | 246,687 | 0.22% | 211,136 | 0.30% | 57 |
| Federal Agencies | 469,658 | 0.42% | 393,540 | 0.56% | 22 |
| | <u>4,249,111</u> | <u>3.79%</u> | <u>4,081,196</u> | <u>5.82%</u> | <u>1,215</u> |
| TOTAL SALES OF TREATED WATER - DENVER | | | | | |
| | <u>50,278,802</u> | <u>44.79%</u> | <u>36,555,297</u> | <u>52.17%</u> | <u>140,566</u> |
| Revenue per 1,000 Gallons - Denver | | | \$1.3754 | | |
| II. <u>OUTSIDE CITY</u> | | | | | |
| A. METERED GENERAL CUSTOMERS | | | | | |
| Residential | 11,099,563 | 9.89% | 5,630,157 | 8.04% | 31,342 |
| Small multi-family | 129,066 | 0.11% | 68,336 | 0.10% | 236 |
| Commercial | 5,221,108 | 4.65% | 3,132,917 | 4.47% | 2,363 |
| Industrial | 1,300,964 | 1.16% | 793,002 | 1.13% | 8 |
| Construction | 25,445 | 0.02% | 12,797 | 0.02% | - |
| Residential - Total Service | 11,737,956 | 10.45% | 4,720,130 | 6.74% | 26,804 |
| Small multi-family - Total Service | 183,416 | 0.16% | 84,819 | 0.12% | 318 |
| Commercial - Total Service | 4,153,338 | 3.70% | 2,045,377 | 2.92% | 2,194 |
| Industrial - Total Service | 184,980 | 0.16% | 92,037 | 0.13% | 10 |
| Construction - Total Service | 19,824 | 0.02% | 1,951 | - % | - |
| | <u>\$34,055,660</u> | <u>30.32%</u> | <u>16,581,523</u> | <u>23.67%</u> | <u>63,275</u> |

¹This schedule represents actual billings made for water during the year. No accruals were made for revenue earned on unbilled accounts. Therefore, amounts on this schedule do not agree with amounts on the Statement of Revenues, Expenses, and Changes in Retained Earnings. The difference from amounts on an accrual basis is immaterial.

²Consumption is considered as part of unaccounted-for treated water.

ANALYSIS OF SALES OF TREATED WATER BETWEEN DENVER AND
OUTSIDE CITY - 1997 (NON-ACCRUAL BASIS) (Continued)

| | Revenue | | Consumption | | Average |
|---|-----------------------|---------------------|-------------------------|---------------------|------------------------|
| | Amount | Percent of Total | Amount (000 Gallons) | Percent of Total | Number of Customers |
| II. <u>OUTSIDE CITY (Continued)</u> | | | | | |
| B. PRIVATE FIRE PROTECTION SERVICE | | | | | |
| Sprinklers | \$ 31,386 | 0.03% | - | 1 | |
| Sprinklers - Total Service | 28,124 | 0.03% | - | 1 | |
| | <u>59,510</u> | <u>0.06%</u> | <u>-</u> | <u>1</u> | |
| C. OTHER SALES TO PUBLIC AUTHORITIES | | | | | |
| County Agencies | 289,475 | 0.26% | 175,589 | 0.25% | 47 |
| State Agencies | 6,189 | 0.01% | 3,755 | 0.01% | 1 |
| Federal Agencies | 273,743 | 0.24% | 166,707 | 0.24% | 6 |
| Federal Agencies at Denver Rates | 284,425 | 0.25% | 242,505 | 0.35% | 2 |
| County Agencies - Total Service | 542,674 | 0.48% | 269,604 | 0.38% | 111 |
| State Agencies - Total Service | 10,473 | 0.01% | 5,156 | 0.01% | 5 |
| Federal Agencies - Total Service | 1,053 | - % | 480 | - % | 3 |
| | <u>1,408,032</u> | <u>1.25%</u> | <u>863,796</u> | <u>1.24%</u> | <u>175</u> |
| D. SALES OF TREATED WATER FOR RESALE ² | <u>26,474,222</u> | <u>23.58%</u> | <u>16,051,176</u> | <u>22.92%</u> | <u>63,449</u> |
| E. WATER SUPPLIED FOR ARAPAHOE AQUIFER RECHARGE RESEARCH PROJECT (temporary lease with Willows Water) | | | | | |
| | <u>-</u> | <u>- %</u> | <u>28</u> | <u>- %</u> | <u>1</u> |
| TOTAL SALES OF TREATED WATER - OUTSIDE CITY | <u>61,997,424</u> | <u>55.21%</u> | <u>33,496,523</u> | <u>47.83%</u> | <u>126,900</u> |
| Revenue per 1,000 Gallons - Outside City | | | \$1.8509 | | |
| TOTAL SALES OF TREATED WATER | <u>\$ 112,276,226</u> | <u>100.00%</u> | <u>70,051,820</u> | <u>100.00%</u> | <u>267,466</u> |
| Revenue per 1,000 Gallons - Total | | | \$1.6028 | | |
| <u>UNACCOUNTED FOR WATER</u> | | | | | |
| Total Treated Water Delivered | | | 75,363,330 | | |
| Water Purchased | | | - | | |
| Total Treated Water Available | | | <u>75,363,330</u> | 100.00% | |
| Less Sales of Treated Water | | | <u>70,051,820</u> | (92.95%) | |
| Unaccounted for ³ | | | <u>5,311,510</u> | <u>7.05%</u> | |

¹Consumption is considered as part of unaccounted-for treated water.

²See "Analysis of Sales of Treated Water For Resale."

³Includes meter slippage, main and service line leakage, public and private fire protection, and other system losses.